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SATURDAY MORNING, AUGUST 14, 1920

The virtue of justice consists in  
 moderation as regulated by wisdom.  
 —Aristotle.

#### "Moral Effect"

It was as we surmised; the blame for the peril of Poland has been laid at the door of the United States for not entering the League of Nations. Candidate Roosevelt told that to a Milwaukee audience on Thursday charging the situation to the "little, narrow men who control the republican party." Supposing that our aloofness is responsible for the situation which prevails in the East, may it not more reasonably be charged against the little narrow men in the White House who prevented the acceptance of the peace treaty on terms which France and Great Britain informed us were satisfactory to them? Who then has kept us out of the saving League of Nations?

Mr. Wilson's first argument against the reservations which would have made the covenant acceptable to a majority in the senate, was that they would not be acceptable to the other members. And when he was informed that they were not objectionable to the two great powers upon which with the United States the business of the League would have chiefly developed, he checked the ratification of the treaty putting his judgment against not only that of a majority of the senate but against that of the statesmen of Great Britain and France.

But so far as the Russian situation is concerned we think that this is not a relevant matter. What has come about would have come about in any event, notwithstanding Mr. Roosevelt's belief that the very moral effect of our participation in the League would have prevented it. The administration throughout the war relied disastrously upon "moral effect." It was the moral effect of the United States' non-participation in the war that was going to shame the belligerents back to peace. It was our moral effect later that was going to detach the peoples of Central Europe from their leaders and turn them to Mr. Wilson as the savior of the world. Only by the maintenance of a formidable American army in Europe, joined by formidable allied armies could the bolsheviks have been overruled and kept within their boundaries. The moral effect exerted by a theorist five thousand miles away would have been of no effect at all upon such men as Trotsky and Lenin, the former of whom no doubt had a clearer notion of all currents of American thought than Mr. Wilson in his isolation could have ever gained.

Bolshevism could not have been kept down by the exertion of moral force or by a bluff—only by the exertion of a powerful physical force and that is the only way it can be put down now. Did the American people ever want to exercise that force in Europe or do they want to exercise it now?

Mr. Roosevelt in his Milwaukee speech takes as his text the American note to Italy which is in a large measure devoted to the woes of Poland with which, of course, we are sympathetic, but we cannot be blind to the fact that Poland invited these woes by its first deliberate violation of the peace treaty which created it, not only in going beyond its fixed boundaries but also by going to the aid of the Ukrainians in revolt against Russia.

#### The Tariff and Prices

We think the republicans should not stress tariff too much this fall in the campaign. The people will not hear too much of protection with patience. It was well enough in the past to guard new and growing industries against paralyzing competition, and to protect American workmen against the cheaper labor of Europe. As a necessary measure of self defense protection was a wise policy, for it not only enabled us to build up industries, but in doing so, to reduce prices of commodities in which the manufacturing countries of Europe had enjoyed a monopoly.

But a tariff which serves no other purpose than to keep up prices would be particularly hateful to American consumers at this time when prices are already unreasonably high.

The tariff is at best an unjust tax however necessary it may have been at various periods of our industrial growth. It is necessarily and inevitably unjust when applied to other commodities than well-defined luxuries. When applied to the necessities and the proper comforts of life it falls with equal weight upon the rich and the poor—upon the man who can pay it without hardship and upon the man to whom it is almost a prohibition.

Some of our manufacturing institutions under the fostering care of the tariff have grown too fat and independent. They have become oppressive of the people. To throw them into competition with foreign industry for awhile would not be a bad thing for the country, especially at this time of high prices.

It will be well for the republican party to take into account not only as a matter of justice but of policy, as well, that there are far more voters among the consumers than there are among the producers to be beneficially affected by a high, barrier-like protective tariff. Much more important than any other issue now before the people is the subject of high prices and the necessity for their reduction.

#### A Once Familiar Name

We are informed that the word was joyfully circulated yesterday, by those "in the know" that a large consignment of "Cedar Brook" had arrived safely in Phoenix by one of the underground routes of traffic—to be specific, thirty-six cases of this highly stimulating liquid.

It appears that there had been a temporary shortage of the "real stuff," that for the most part nothing better was available than home concoctions and some inferior beverages of Mexican manufacture. So on many Phoenix calendars, we are told, it was

marked as a red letter day, the date of the arrival of this shipment.

We are possessed of no other details than the name of the brand and the size of the shipment. We do not know who received, where it is stored and who the distributors will be. We only refer the rumor to the prohibition enforcement authorities.

#### The Psychology of It

"One of Ponzi's attractive features was the easy manner in which he talked in millions instead of hundreds or thousands. He simply charmed, dazzled the people." This is from an Associated Press dispatch of yesterday and therein lies the secret of the success of Ponzi's operations. The word "charmed" as here used means much more than an attraction by a pleasing personality; it means hypnosis produced not by Ponzi's promise of great profits to his victims but by his manner of making the promise the "easy manner in which he talked in millions."

That is something to be learned by every salesman who wishes to attain the highest success. The need of this easy, casual manner in stating figures was once explained to us by a man who sells more printing presses than any other, perhaps in the whole world, the prices of the presses ranging from \$15,000 to \$150,000.

Manufacturers of expensive printing presses find it difficult to find successful salesmen. They believe that for every man who possesses qualities that may be developed to a point of making him a successful salesman of presses there are ten men highly qualified for the presidency of the United States.

Manufacturers comb the whole field for salesmen, choosing those who have made conspicuous success in other lines. They give them contracts at high salaries, for at least a year and after a period of instruction, send them out. Hardly one in five develops. The four after a period of three or six months are recalled, and kept about the offices or factory for the period of their contract, to save their expenses which are heavy for in this business a single jump of from one to two thousand miles may be necessary.

Most of these men, said the successful salesman, collapse in stating the price of the presses they are selling. It seems appalling to them and they unconsciously make it sound so to the prospective purchaser. The deal is at once off or at any rate, indefinitely postponed.

"When a publisher thinks about buying a press," said this salesman, "the thing foremost in his mind is the price of it. My first business is to get that out of his mind, to give it at least a secondary place. In the beginning he asks the price. I pretend not to hear. I am so engrossed in describing the superior qualities of my press that the question regarding the price seems unimportant and even irrelevant. If I can't sidetrack the proposed purchaser's interest in the price, I know I'm not going to make a sale."

"He may ask that embarrassing question several times in the course of the talk but I'm too busy to take notice of it. I'm showing him the advantages of this or that feature of my press over those of the Jones press or the Smith press. I'm telling him why I was able to sell a battery of these presses to a certain great newspaper. At last the man who is thinking about buying a press, becomes interested in something else than the price. Price finds, at last, in his mind its proper, secondary place. He sees that my press contains the features he wants and which he knows the Jones and Smith presses do not possess."

"When I observe that the publisher has come to this state of mind, I do not wait for the price to recur to him. I mention it only casually, as I would the price of a sack of peanuts if I were running a peanut roaster on a street corner—a matter of only little importance. I do not want to startle him out of his appreciation of the excellence of my press over all other presses."

"Four salesmen out of five stutter or hesitate when they state the price of a press; or they state it in an awed tone which the intending purchaser interprets to mean 'this is a good press, the best there is in the world but we regret that its price is prohibitive to you.'"

There are kinds of machinery that cost much more than presses—locomotives, for instance. But the men who buy locomotives are used to thinking and talking in millions so that the stating of the price does not startle them. But the average publisher is not used to that sort of thing and his mind must be kept off of that subject until the press becomes more important to him than the price."

And how are we going to get munitions of war to Poland? It seems to be impossible to send anything across Germany? Perhaps Josephus Daniels who once invited the Swiss navy to participate in a naval review in American waters, thinks that the munitions may be sent to the Baltic where with the cooperation of the Polish navy a landing may be effected.

The New York papers mention that the number of automobile killings in that city were reduced in July to 62 from 98 the previous and shorter month. They seem to regard the former figures as so reasonable that nobody ought to complain.

Candidate Roosevelt declares he will get action out of the senate if he is elected. He must think he possesses some magic power that no other vice-president ever had.

Villa is now generally forgiven but we suppose General Pershing and the members of the punitive expedition which did not punish anything are secretly feeling a little sore at him.

Since we come to think of it, we have not heard that Columbus, N. M., has taken steps toward arranging a reception for Villa who has not been there for some time.

People who are attending picnics and barbecues in Arizona complain of the presence of flies and candidates.

Governor Cox, we suppose, is depending a good deal on what he hears from the ouija board.

It will not be long before the coal man will be shoving the sugar dealer away from the trough.


No use talking, a man gets a lot of fun out of a flyver. But why doesn't he stay out of it, then?

The Irish are using bombing planes against the British. Another development in Erinatics.

Pilsner fans will not be misled by the news that the dry candidate comes from Germantown, Ohio.

What has become of those Swiss yodlers who used to travel on the same circuit as Bryan?

A Detroit bellboy was shot by a tourist from Texas. Perhaps the youth sneered at a ten-cent tip.



**CAMEL BACK**

PHOENIX MUST AND WILL HAVE A DRY LINE TO NOGALES

A Weekly With a Hump on It. We Cover the Desert.

Price: Tut! Tut! Ariz., Aug. 14, '20

#### EDITORIAL

C. G. H., Editor

Williams, Ariz., Aug. 11, 1920

Editor, Camel's Back.

I am writing in for to ask you to do me a favor, chief, and I know you won't go back on an old standby like me. Please send me after 100 bucks as since hitting this fine climate at Williams, I have made up my mind to stretch my outing another 2 weeks and of course that will take a little more jack, and while you are at it, Chief, just mention to the Boss that I won't be back as soon as I planned but will be a week or two late and don't forget to send the 100.

You couldn't guess what I been doing all this time, and so I will tell you. I been sitting here wondering why people in Arizona are such suckers and go to the coast to spend all the money they saved all year, instead of coming up here and enjoying life in Northern Arizona among the pines and rocks, and cattle and sheep and the high altitude and the High Cost of Living—and the showers and all that. It's great.

The kid and me is camping at the foot of Bill Williams Hill on your Uncle Sam's forest preserves and if they's a town got a prettier site to be on than Williams, with green meadows and a river and a fine view of the mountains, I want to see that town and will take another 3 weeks vacation to do it. And I claim old Bill Williams after who the town was named after done a good job of it when he built his

mountain. They's a beaten path which they call Bill Williams' trail with a line on it put there by the Forest Department, which says, "Bill Williams' Trail, 4 miles to Summit." Now, they can fool a ole traveler like me chief, because Summit is a little berg in Illinois not far from Chi. and I know Bill Williams didn't beat no trail to Summit and all I got to say to some smart alecks in the forest service is, "Ha! Ha! I have the laugh on you this time, gents!" Now I spose the pikers will pull a rain shower on us for that. Yeah, but let it rain here on any excuse, chief.

Speaking of the forests, chief, I pine for a cone (ice cream). How do you like that? I over your head down there in the valley I bet, because we're 6700 feet high and it's how the altitude affects me. But on the level, these forest service guys is doing great work. They have what they call forest rangers and feels their pulses and listens to their bark and all such stuff and puts the pines to bed at night, because it is the ideal of the forest department at Washington, D. C., that our forests has been running a sound wild long enough and that if a pine is to grow up to be a good pine with out a knot in his nut, we ought to do something to save it. That's the spirit of the age—save some body from some body. That's why they have these forest rangers and they establishes lookouts on the mountains tops to look after the trees and see no harm comes to them.

Now, about these look outs for the trees chief, since I been up here studying this thing over, it's my ideal that the Forest Department ought to get this bird Burbank to grow pine trees with needles that has eyes in them and then the trees could look out for them selves, eh, chief? The kid and me called on a ranger here, Mr. Rice, and he's all to the wheat cakes and lives in the sweetest little log cabin and has a telephone and all. The natives here calls the rangers "tree climbers."

Well, all I gotta say about that is you have to climb a tree to get in reach of the prices of living up here. Like the bird at Washington and Pittsburgh at Ash Fork charges me a dime a dime for a orange not as big as your fist. It was early in the a. m. and I thought maybe he wasn't a wake yet, so I says, "That's at the rate of \$1.20 cents a dozen, Bro." and the sunofagun look right at me and says, "That's perfectly true." If my tongue wasn't dragging on the ground for a corner I'd hit him with it. That's what you get for living on a main line railroad, chief, and it is lucky Charley Akers took his main line railroad slogan off the front page of the Gazette. They set 40c for gas up here and it's no use of taking—You gotta have money if you wanna be rich.

Well, chief, they's nothing more important to tell about and so I'll go down to the post office with this whys. Mr. Williams is the post master and is a brother of "Mac" on the Gazette. He does everything to make visitors at home and cashes your bogus checks for you and all that. I have nothing to say about the roads chief, as I have

left all unpleasant things be hind me, but there'll be a big bunch of political office runners up at the Red Lake barbers' cue next Saturday to which I shall ascend and then to the Grand Canyon where we shall see whether or not it can compare with the gap in my pocket book or the street car crossings in Phnix.

Sincely,  
 THE CUB REPORTER

Eightieth Trip

LITTLE HOUSE

By Edith Rockwood

I planned it and I had it built. The way that it should be. And all the years I lived in it. I were happy years for me. I planted close about its door. A wealth of tree and grass. Its windows flung a ruffled cheer To all who chance to pass. I draped it and I polished it. And made it fairly shine. Nor did I wait to thank the fate That made its shelter mine. I loved it and I lost it. And now my little home Must live for me eternally In memories alone.

I brush its hearth in sleeping dreams In waking dreams by day. I reach up to the closet shelf To put my hat away. And when the sand storm threatens long And furious caresses, I spring to close the windows of My lost loved little house.

## FORTY YEARS AGO TODAY

From The Phoenix Herald, which was absorbed by The Arizona Republican in 1899, and for a time was published as an evening edition

Saturday, August 14, 1880

New York, Aug. 13.—Republican journals announce that Conkling will begin his work of canvassing on September 2, delivering speeches at public meetings in New York City. He will then go to Ohio and speak there and after that to Indiana. Later he will return to this state and continue his labors here.

Denver, Aug. 13.—A Santa Fe special says that information has been received from El Paso to the effect that 75 or 100 Indians either from Victoria's band or Indians from Mexico who have aided in the followinging delegates were hovering between Fort Quitman and Eagle Springs had crossed the Rio Grande near Fort Quitman, headed south.

Washington, Aug. 13.—Returns from the elections for county officers in east Tennessee held last week have been received and show republican gains.

Little Rock, Aug. 13.—The Republicans of Arkansas will not put a state ticket in the field.

Pinal Republicans  
 Pursuant to a call of the Pinal Republican club the Republican county convention met at Pinal on Aug. 9 and organized by the election of Julius Van Slyke, president and H. H. Davis, secretary. The following delegates were selected to represent the county at the Republican territorial convention to be held at Phoenix on August 23: M. K.

Paulson, Florence; J. B. Hunt, Pinal; and Julius Van Slyke, Globe. The following members of the county central committee were appointed: Julius Van Slyke, C. Loss, E. W. Palmer, B. Hill, D. A. Arndt, J. H. Doran, J. D. Baker and H. H. Davis.

Local  
 Ira Stroud has returned from the culture.

J. Y. T. Smith of Fort McDowell is in the city.

The republican primaries are being held today.

Bill Osborn expects to have sweet potatoes in the market by the first of September.

Miss McClintock, sister of the Herald's editor, will arrive tomorrow from Prescott on a short visit.

Henry Hill, an old Nevada miner, is in the city on his way to Sonora.

The Black Canyon road north of Creed Bryan's place for a distance of two hundred yards is flooded and liable to mire the first team that passes. It should be looked after by the proper official.

During our absence in Prescott the past week our "sub" omitted the marriage notice of Dr. Ross and Miss Flora Murray, by Rev. I. H. Cox at the residence of Judge Alsop last Wednesday evening, August 11. The Herald wishes the happy couple much joy.

but the law in Scotland, Quebec, Manitoba and Louisiana, as well as most of continental Europe, does not require that a holographic will be attested by witnesses.

Q. What is a "fogey"? E. L. P.

A. This is a name given to a particular form of bonus or increase in army pay based on length of service. The Fogey Act gives a 10 per cent increase in pay every five years to officers and enlisted men, until a 40 per cent increase has been reached.

Q. Does Great Britain control the wool market of Australia? G. I. T.

A. Under agreements entered into in 1915 and 1918, the British government became the owner of the colonial wool, but this arrangement terminated June 30, 1920. It still has charge of the disposal of the existing stock.

Q. How much of Lake Champlain belongs to Vermont? M. K. P.

A. Two-thirds of the entire area of the lake is within the borders of Vermont.

Q. When were lotteries first heard of? V. M. O.

A. The earliest lottery of which an authentic record exists was conducted in Bruges in 1448. In 1520 a lottery with money prizes is recorded in Florence. Long before this time lotteries were held in Rome as a form of amusement. Nero having given such prizes as houses and slaves.

Q. Are American Indians citizens? L. M.

A. All Indians are not citizens. They may become citizens by severing their tribal relations, living like the white man, and otherwise satisfying the officials that they are qualified for citizenship.

Q. Is the production of petroleum in the United States falling off? R. E. T.

A. The daily average production in this country for June, 1920, was the highest ever recorded for any one month. Oklahoma led all the states with a daily increase of almost 18,000 barrels.

Q. Is there such a bird as the roc? G. H.

A. This bird which belonged to the aepyornithidae family has been extinct for several thousand years. According to Arabian myths this huge bird bore off elephants to feed its young.

Q. Is the flag of Ireland green or blue? J. A. M.

A. The flag that is generally used today has a green ground with a harp on it, but on the present standard of the British empire, the Irish standard is blue with a gold harp.

Q. Why are pearls considered an emblem of tears? S. S. D.

A. There is an old superstition that pearls are the congealed tears of heaven. There was a belief in the east that at the full moon, the pearl oyster rose to the surface of the sea and opened to receive the falling dewdrops from heaven, which hardened into pearls.

Q. Can you give a formula for sizing rugs at home? V. M. O.

A. Take one gallon of hot water, and one quart of powdered dry glue; keep on stove until all the glue is dissolved. Stretch the rug on a board and tack round side up on the floor. With a whitewash brush go over it with the solution, being careful to wet it evenly, especially the edges. Paper should be put under the edges of the rug to protect the floor. Use the solution hot and leave the rug tacked until dry.

Q. How does rubber get its name? A. M. P.

A. A curious vegetable product which came from South America was found to have the property of erasing pencil marks when they were rubbed with this substance; hence the name rubber. This material is now used in the manufacture of nearly 30,000 different articles.

(Any reader can get the answer to any question by writing The Republican Information Bureau, Frederic J. Haskin, Director, Washington, D. C. This office supplies advice on legal, medical, and financial matters. It does not attempt to settle domestic troubles, nor to undertake extensive research on any subject. Write your question plainly and briefly. Give full name and address and enclose two cents in stamps for return postage. All replies are sent direct to the inquirer.)

## THE YOUNG LADY ACROSS THE WAY



We asked the young lady across the way if the father of the baby near door was dead and she said O-yes, the poor little thing was a post-prandial child.

THE YOUNG LADY ACROSS THE WAY.

We asked the young lady across the way if the father of the baby near door was dead and she said O-yes, the poor little thing was a post-prandial child.

## THIRD PARTY STUFF

MOM-I LOST ALL THE MONEY YOU GAVE FOR THE GROCERIES!!



THE JONESTES ARE ABOUT TO INVESTIGATE THE THIRD PARTY FUNDS!!

Today In History Slightly Jazzed

RHODES SCHOLARS AID IN REPATRIATION OF RUSS WAR PRISONERS

BERLIN, July 26.—A party of young Americans, all Rhodes scholars, have arrived here from Oxford university to assist in the Y. M. C. A. relief work in connection with the repatriation of Russian prisoners of war.

They will be assigned to various prison camps throughout Germany where 175,000 Russians are awaiting ships to take them home. About 25,000 already have been sent to Stettin in Narva but there are so few ships available it may be months before the last of them can be embarked. Meantime the Russians are suffering severe privations.

Almost without exception the American students served during the war with the Red Cross. Expeditionary forces or were associated with relief work in Europe. Their leader is Francis P. Miller of Lexington, Va., a graduate of Washington and Lee university.

Other members of the party are David M. Amacker, Lake Providence, La.; Joseph David Doty, Graham, Texas; William L. Finger, Ripley, Miss.; Rex B. Hersey, Huntington, W. Va.; G. A. Feather, University of New Mexico; F. Treadwell Smith and S. M. Keeney of Harvard university; D. P. Miller, University of Denver; and E. Naugle, University of Texas.

Five years' confinement in prison camps has reduced the Russians to a pitiable condition. Many are ill, some insane, and all undernourished, improperly clothed and dispirited. From the German government each receives a small monthly allowance which is insufficient to provide even the necessities of life.

Officers at the Wuezburg camp received monthly 125 marks, which is about \$210. For the one meager daily meal they get at the camp 53 marks is deducted. Out of what is left they must try to buy clothes and other essentials. Some have sold their last shirts to pay for shoe repairs. Shoes are their crying need and the prisoners hardly take a step without calculating the wear on their soles.

Efforts made by relief workers to induce them to take up some form of athletics brought little response. "We would but it would be too hard on our clothes and shoes."

Camp officials permit the prisoners to seek outside work, which, however, is

most difficult to find. One Russian who was employed two weeks by a peasant ruined his only pair of shoes and then was charged the full amount of his wages for his boot.

Most of the prisoners have heard nothing from their families or friends for more than two years, and the Rhodes scholars will try to help the men get in touch with their homes. In almost every camp there is a rude theater, the principal amusement and comfort of the men who themselves perform the plays. In spite of their apathy, the men are interested in books and instruction, and school classes have been formed at a number of camps.

SLAVES TO FASHION

AT COST OF HEALTH  
 This is to commend without reservation the efforts and enterprise of Miss Harriet Zoll, a photo specialist who came to Boston from Lewistown, Ill., expressly to urge the shoe manufacturers attending the national exposition and style show to do away with high heels.

The wearing of high heels is one of those freak customs set by Dame Fashion, whoever she is, and followed slavishly by nearly all women, regardless of how silly and injurious the custom may be. Nature never intended human beings of either sex to walk around with their heels on stilts and the weight of their bodies pressing forward on the toes.

As this missionary of low heels informed the shoemakers, the strong bones of the foot are in the heel. The effect of high-heeled shoes is to overtax the small bones at the forward end of the foot, to check the circulation of blood and to cause corns, callouses and more serious disorders.

But any one who stops to think of high heels, knows they are almost if not quite as ridiculous as the old Chinese custom, now for the most part discarded, of binding the feet of girls.

The important question is how to get away from the high-heeled habit. This can be done in two ways—by an increasing number of women insisting, as some now do, that the shoes they buy shall have low heels, and by the manufacturers getting together, as Miss Zoll urges them to, and agreeing to make the sort of shoes that won't make cripples of American womanhood.—Boston Transcript.

The State's business should be managed like any large business enterprise. Stoddard.